



# Export News

U.S. Export Assistance Center  
Houston, Texas

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## In This Issue

	Page
<b>NEWS</b>	<b>1</b>
Oil & Gas Mission to West Africa	1
NAFTA Exporters Did You Know....	1
Gold Key in Juarez & Saltillo, Mexico	2
McAllen Office Opens	2
Export Programs Guide	2
Export Tax Break Still Available	2
Iraq Contracts & Tenders	2
UAE Is A Good Market	2
Ex-Im Has New Video On Services	3
<b>TRADE LEADS</b>	<b>3</b>
GTN Leads	3
Canada-QA/QC	3
Turkey-Tubulars & Wellhead Equipment	3
Bangladesh-Wireline Logging	3
Australia-Electrical & Control Devices	3
Australia-Electrical & Mechanical Equip.	3
<b>EVENTS</b>	<b>3</b>
The Changing Map of World Energy	3
WEFTEC 2003	3
Basics of Exporting	3
CAFTA Business Conference	4
U.S.-Jordanian Exhibit/Conference	4
Bonjour Quebec!	4
India-Mining Machinery Catalog Show	4
Mission to Brazil	4
Peru-Used Equipment Catalog Show	4
Ecolinks Central Europe Matchmaker	4
Hill Mission to Tampico, Mexico	5
Enviromex & Watermex Asia 2003	5
Israel-Catalog Show at Aclima 2003	5
CeBIT 2004	5
<b>USEFUL WEBSITES</b>	<b>5</b>
SBA Export Information	5
World Energy Areas to Watch	5
Searching For Trade Data?	5
<b>STAFF DIRECTORY</b>	<b>5</b>

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## OIL & GAS BUSINESS MISSION TO NIGERIA-GABON-SAO TOME & PRINCIPE

NOVEMBER 15-22

*Limited space is still available to join this business development mission led by Deputy Assistant Secretary of Commerce for Energy, Environment, and Materials Kevin Murphy.*

West Africa's oil and gas sector presents numerous opportunities for U.S. companies that provide oil and gas equipment and services. The mission plans to include meetings arranged by the U.S. Commercial Service with:

- Key government officials in Nigeria, Gabon, and Sao Tome and Principe
- Major oil and gas project operators in Nigeria and Gabon
- Joint Development Zone officials in Sao Tome and Principe
- Potential customers, clients, and partners on a one-on-one basis.

Cost is \$3000. The fee does not include air travel, hotels or meals. For more information, or to receive an application, please contact Aaron Brickman, Office of Energy, at [aaron\\_brickman@ita.doc.gov](mailto:aaron_brickman@ita.doc.gov), ph: 202-482-1889, fax: 202-482-0170. Don't delay! Only limited space is available.



**NAFTA  
EXPORTERS**

**DID YOU KNOW....**



Manufactured goods rarely qualify to use Preference Criterion A on the Certificate of Origin. Preference Criterion A is used if "The good is wholly obtained or produced entirely in the territory of one or more of the NAFTA countries...." Wholly produced means that all components can be traced fully to the ground, air, sea or airspace of a NAFTA country.

For more information on completing a NAFTA Certificate of Origin, see a recently written International Market Insight report, **The New & Improved Easier Steps Towards Completing the NAFTA Certificate of Origin Analysis** at

<http://www.export.gov> under Market Research. The report was published on August 12, 2003. You can also obtain this report by contacting our office.

Also see the Trade Information Center's **NAFTA Certificate of Origin Interactive Tool** at:

<http://web.ita.doc.gov/ticwebsite/ticit.nsf/>.



### **GOLD KEY SERVICE NOW AVAILABLE IN CIUDAD JUAREZ & SALTILLO, MEXICO**

The Gold Key Service offered by the U.S. Commercial Services provides four-to-five outside appointments per day for American companies seeking to find partners in foreign countries. The Commercial Service in Mexico is now offering the Gold Key Service for Ciudad Juarez and Saltillo. The cost is \$750 per day and includes 8 hours a day with an escort/interpreter. Lead time for scheduling the service is six weeks. Other cities in Mexico where the Gold Key is available are: Cancun, Guadalajara, Hermosillo, Mexico City, Monterrey, Puebla, Tijuana and Veracruz. Check with our office for availability and fee.

### **U.S. COMMERCIAL SERVICE OPENS OFFICE IN McALLEN**

The new South Texas Export Assistance Center located in McAllen had its grand opening on Friday, Sept. 12. The office was opened to better serve the clients of south Texas as well as to assist with border issues. The office director is Traci Thompson. She can be reached at [Traci.Thompson@mail.doc.gov](mailto:Traci.Thompson@mail.doc.gov) or 956-661-0238.

### **EXPORT PROGRAMS GUIDE**

The *Export Programs Guide* is an official publication of the Trade Promotion Coordinating Committee, a group of 19 U.S. government agencies that jointly encourage U.S. exports of goods and services. The *Guide* contains dozens of services for trade promotion and financing including export counseling and assistance; general, industry-specific, and country-specific programs. U.S. firms will find numerous International Trade Administration (ITA) services listed there, including those of the Trade Information Center, the U.S. Commercial Service, and the Trade Development division. The directory lists contact names, phone numbers, and websites. To view the new edition see <http://www.trade.gov/media/publications/> or purchase it through the Government Printing Office on-line at <http://bookstore.gpo.gov/>.



### **EXPORT TAX BREAK SURVIVES SO FAR IN 2003**

The Extraterritorial Income Exclusion (IRS Form 8873) is an export tax break that has been available since Oct. 1, 2000. In many cases, it can keep the Internal Revenue Service from taxing 15% of your net income or 1.2% of your gross receipts (not to exceed 30% of the net) from the export sale of qualified U.S. origin products. The World Trade Organization says this tax mechanism is an illegal export subsidy that violates WTO rules. Congress is slated to pass legislation this autumn to get it out of the U.S. Tax Code. We are not sure yet what the effective date of the new legislation will be. If Congress says the benefit won't apply after Sept. 30 or Dec. 31, then there may be three or four calendar quarters of eligibility left in 2003. For a report on this tax break, contact our office. You can download the 2002 version of IRS Form 8873 and the IRS instructions for filling it out from the web site <http://www.irs.gov/>. No 2003 version has appeared yet, pending resolution of this matter by Congress.

### **IRAQ - CONTRACTS & TENDERS**

The Coalition Provisional Authority (CPA) that is currently governing Iraq is now issuing contracts and tenders directly from Iraq. All solicitations are available on the CPA website at <http://www.cpa-iraq.org/business/index.html>.

To receive occasional e-mailed announcements on commercial developments in Iraq and potential business opportunities specific to your industry sector see <http://www.export.gov/iraq/> for inclusion in the U.S. Department of Commerce Iraq Reconstruction Alert database.

*Companies interested in business in Iraq should also see the American-Jordanian Exhibition & Conference listed on page 4 of this newsletter.*

### **UAE IS A GOOD MARKET FOR U.S. BUSINESS**

Now more than ever is the time to be part of the vigorous and growing economy in the United Arab Emirates. The US dollar is relatively weak against the Euro, causing U.S. exports to the UAE to be more cost competitive than they have been for several years against stiff European competition. In addition, U.S. products, whether services, oil and gas equipment, medical equipment, environmental technology, or a host of other sectors in which the U.S. is competitive are currently perceived in the UAE as being of high quality and desirable. For more information on the market, see **Now Is The Time**, a Sept. 8 International Market Insight available from our office or at <http://www.export.gov> under Market Research.

**EX-IM HAS A NEW VIDEO TO EXPLAIN SERVICES**

The Export-Import Bank of the U.S. has just released a new six-minute e-video explaining their products and benefits to U.S. exporters. This video is available from their website at <http://www.exim.gov/>. For a copy, contact our office and it can be e-mailed to you.

<b>TRADE LEADS</b>
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**GLOBAL TRADE & TECHNOLOGY NETWORK (GTN)**

- An Indonesian company is seeking suppliers of jet injection oil extraction and processing system. They are also interested in consultancy services for the setup and training on the equipment (GTN Ref# RID20030827002).
- A Polish firm is looking for tire recycling technologies, along with other automotive parts' recycling technologies. The goal is to produce granulate out of the tire and waste rubber (GTN Ref#: RPL20030822009).
- A Polish company is seeking manufacturers of small hydropower plants (GTN Ref# RPL20030827013).
- A Croatian company seeks suppliers of meteorological and marine spill detection and monitoring equipment for marinas (GTN Ref#: RHR20030908001).

For more information on GTN or the leads above, please contact Andres Borasino at 281-449-9428 or [aborasino@usgtn.net](mailto:aborasino@usgtn.net). Visit GTN's website at <http://www.usgtn.net/>.

**CANADA - QA/QC**

Tender for Quality Assurance/Quality Control Services for ExxonMobil Oil Drilling Program in Nova Scotia. This announcement is calling for Expressions of Interest by suppliers of quality assurance and quality control services directed to casing, tubulars and related connections for its 2004 - 2006 oil well drilling program in offshore Nova Scotia. It closes October 1, 2003. For details, contact our office.

**TURKEY - TUBULAR GOODS, WELLHEAD EQUIPMENT AND DRILLING RIGS**

Company seeking to represent U.S. manufacturers of tubular goods (casing, drill pipe, drill collar and tubing), wellhead equipment and drilling rigs in Turkey and surrounding countries. For details, contact Mr. Serdar Cetinkaya at [serdar.cetinkaya@mail.doc.gov](mailto:serdar.cetinkaya@mail.doc.gov) or [90] (312) 455-5555 Ext. 2570.

**BANGLADESH - WIRELINE LOGGING & WELL CEMENTING**

Seeking service companies for wireline logging and well cementing. For details, contact our office.

**AUSTRALIA - ELECTRICAL & CONTROL DEVICES**

Company seeking supplier of temperature control, solid state switching, power semiconductors, power electronics and energy monitoring and measurement equipment. Contact our office for details.

**AUSTRALIA - ELECTRICAL & MECHANICAL EQUIPMENT**

Distributors seeking partnership with a U.S. procurement company able to source electrical & mechanical equipment. Contact our office for details.

<b>EVENTS</b>
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**THE CHANGING MAP OF WORLD ENERGY**

The Inter-Continental Hotel  
October 1

Lunch event sponsored by the Italy American Chamber of Commerce and featuring Raoul Restucci, Chief Executive Officer, Shell EP Americas. Cost is \$35.00 members / \$40 non-members. For reservations contact the Italy America Chamber at ph: 713-626-9303 or [info.houston@italchambers.net](mailto:info.houston@italchambers.net).

**WEFTEC 2003**

Los Angeles  
October 11-15

The Water Environment Federation is hosting WEFTEC which has been designated as an International Buyer Program event by the U.S. Department of Commerce with commercial specialists from all over the world leading delegations to the show. The show is open to companies in the water and wastewater treatment industry. For more information, contact our office.

**THE BASICS OF EXPORTING**

Victoria - October 10  
Conroe - November 6

These half-day morning programs are geared towards new-to-export companies or current exporters who want to broaden their knowledgebase. Cost \$20. To register for the event in Victoria, contact Pam Plagens at [pam.plagens@mail.doc.gov](mailto:pam.plagens@mail.doc.gov) or 281-449-9412. For Conroe, contact Alan Richel at [alan.richel@mail.doc.gov](mailto:alan.richel@mail.doc.gov) or 281-449-9417.



### **U.S./CENTRAL AMERICA BUSINESS WEEK IN HOUSTON**

Westin Galleria, Houston  
October 21-23

In conjunction with the eighth round of U.S.-Central America free trade negotiations, this week-long itinerary includes a Central American business conference, a reception, on-site visits, roundtables and other networking opportunities. Cost \$95 (\$150 after Oct. 13 and at the door). For more information, contact Cari Broderon at 713-844-3635 or [cbroderon@houston.org](mailto:cbroderon@houston.org).

### **AMERICAN-JORDANIAN EXHIBITION & CONFERENCE**

Amman, Jordan  
October 21-23

Sponsored by the Jordanian American Business Association (JABA), the event presents an excellent opportunity for companies interested in the Jordanian market, as well as opportunities in Iraq and the region. The **Iraqi-American Chamber of Commerce and Industry** will be an important participant, bringing **300-400 Iraqi business people** interested in working with U.S. firms. Jordan is one of the primary gateways into Iraq and Jordanian businesses are experienced in the market. For details, contact our office.

### **BONJOUR QUEBEC!**

Montreal, Canada  
October 28-29

An intensive two-day program encompassing individual business appointments with pre-qualified prospective business partners and a full range of business facilitation services provided by the U.S. Commercial Service. These services include market research, business briefings, networking events and logistics support. Cost \$1,000. For details contact Pierre Richer at [Pierre.richer@mail.doc.gov](mailto:Pierre.richer@mail.doc.gov) or ph: 514-398-3661.

### **INDIA CATALOG SHOW FOR MINING MACHINERY & EQUIPMENT**

New Delhi, India  
November 1-5

Display your catalog in New Delhi at the 19th World Mining Congress and EXPO (WMCE) in Pragati Maidan. U.S. companies interested in participating

should provide three (3) sets of catalogs and a \$250 participation fee. The deadline is October 15. For more information contact: Yash Kansal, [yash.kansal@mail.doc.gov](mailto:yash.kansal@mail.doc.gov) or Prem Narayan, [prem.narayan@mail.doc.gov](mailto:prem.narayan@mail.doc.gov), ph: 91-11-2331-6841 or fax: 91-11-233-5172.

### **BUSINESS DEVELOPMENT MISSION TO BRAZIL**

Sao Paulo, Brasilia, and Recife  
November 9-13, 2003

Deputy Secretary of Commerce Samuel W. Bodman, and Assistant Secretary of Commerce for Market Access and Compliance William Lash will lead the group. Targeted industry sectors are infrastructure (port, rail, construction), information technology, security, agribusiness and biotechnology. The deadline is October 3 and companies will be notified of acceptance on or around October 13. The estimated cost for the mission is \$5,000-\$8,000. For details see <http://www.commerce.gov/brazilmission2003> or call Robin Gaines-Deats at 202-482-3013, or e-mail at [robin\\_gaines@ita.doc.gov](mailto:robin_gaines@ita.doc.gov).

### **USED EQUIPMENT CATALOG SHOW**

Lima, Peru  
November 8-29

Commercial Service-Lima, Peru is organizing a Used Equipment Catalog Show at the US Embassy. This show will include catalogs from a variety of used and refurbished equipment companies interested in establishing a market presence in Peru. In lieu of importing new or state-of-the-art technologies, many companies purchase reconditioned or remanufactured equipment for many industries including: food processing and packaging equipment, agricultural machinery, textile machinery and construction/mining equipment. Cost is \$250. For details please contact: Isabel Velez at [Isabel.Velez@mail.doc.gov](mailto:Isabel.Velez@mail.doc.gov), ph: (51-1) 434-3000 ext. 2670; 434-3040 or fax: (51-1) 434-3041.

### **ECOLINKS ENVIRONMENTAL TRADE SHOW AND MATCHMAKER TO CENTRAL EUROPE**

Czech Republic—Hungary—Poland  
November 12-21

EcoLinks and the U.S. Department of Commerce are offering an opportunity for U.S. environmental firms to learn more about projects in Czech Republic, Hungary, and Poland. The program is sequenced to take advantage of the POLEKO Trade Fair, the leading trade show in Poland, scheduled for November 18-21 in Poznan. For more information, contact Brit-



tany Whiting or John McGill, EcoLinks industrial Outreach Specialists, at 202-667-3002 or by e-mail at [whiting@thecomunitiesgroup.com](mailto:whiting@thecomunitiesgroup.com).

### HOUSTON INTERNATIONAL INITIATIVES

Trade Mission to Tampico, Mexico  
November 13-14

Houston City Council Member Gabriel Vasquez is planning to lead an international relations and business development mission to recognize the Houston-Tampico Sister City Agreement and capitalize on business opportunities offered by direct flight service. Cost \$1,650 coach. Deadline, Oct. 10. For details, contact Melissa Lozano, Program Coordinator of International Affairs, at 281-233-1691.

### ENVIROMEX & WATERMEX ASIA 2003

Singapore  
December 3-5

The event is expected to attract over 7,000 buyers from 40 countries in the environmental and water technology sector. For details on the U.S. Pavilion, contact Sandra Collazo at [sandra\\_collazo@ita.doc.gov](mailto:sandra_collazo@ita.doc.gov) or ph: 202-482-0617.

### CATALOG SHOW AT ACLIMA 2003

Tel Aviv  
December 9-11

Israel is not only hot (lots of a/c!), it is a sophisticated market characterized by technological innovation and a high level of receptiveness to U.S. HVAC products, including:

- Air conditioning and cooling systems
- Air purification and airflow control
- Thermal insulation
- Domestic energy preservation
- Airflow control and systems
- Domestic water supply - heating

This is a low-cost, yet effective means of testing the market. For details visit:

<http://www.buyusa.gov/israel/en/page173.html>

### CeBIT

Hannover, Germany  
March 18-24, 2004

The largest and most influential international information and communication technology trade show with 700,000 industry professionals and 139,000 distributors from 100 countries slated to attend. The U.S. Commercial Service is offering attractive and cost-effective co-exhibitor options. For further information please contact Brendan Kelly at [brendan.kelly@mail.doc.gov](mailto:brendan.kelly@mail.doc.gov) or 281-449-9404.

## WEBSITES

### U.S. SMALL BUSINESS ADMINISTRATION EXPORT INFORMATION

SBA Export Express

<http://www.sba.gov/financing/loanprog/exportexpress.html>

International Trade

<http://www.sba.gov/financing/loanprog/tradeloans.html>

Export Working Capital

<http://www.sba.gov/financing/loanprog/ewcp.html>

Houston Small Business Guide

<http://www.reni.net/guides/index.asp>

### WORLD ENERGY AREAS TO WATCH

<http://www.eia.doe.gov/cabs/hot.html>

This Energy Information Administration site has summaries, news, and analysis about current events in countries and regions that are critical to the energy market. For more detailed information, just click on the country, and you'll get a comprehensive "Country Analysis Brief" with a map, background notes, and useful links.

### SEARCHING FOR TRADE DATA?

<http://dataweb.usitc.gov>

This is the U.S. International Trade Commission's (ITC) Interactive Tariff and Trade DataWeb which includes data compiled from the U.S. Departments of Commerce and Treasury as well as the ITC.



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